

Message Text

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PAGE 01 VIENTI 05044 300149Z

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ACTION COME-00

INFO OCT-01 EA-10 ISO-00 EB-07 /018 W

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R 300055Z JUL 75

FM AMEMBASSY VIENTIANE

TO SECSTATE WASHDC 4921

UNCLAS VIENTIANE 5044

E.O. 11652: N/A

TAGS: ECON, LA

SUBJ: WTDR - KAYE ANDO TECHNICAL SERVICES

REF: USDOC 11438

1. ADDRESS: P.O. BOX 32, 2-6 SETTHATHIRATH ST. VIENTIANE, LAOS.

CABLE: KANDO, VIENTIANE. PHONE: 3170. OFFICER: KANITHA NOWACKI,
MANAGER.

2. LARGE FIRM ESTABLISHED 1956. EMPLOYS 14, 3 SALES. ACTS AS
IMPORTER, AGENT AND DISTRIBUTOR OF TEXT BOOKS, GENERAL BOOKS,
NEWSPAPERS AND PERIODICALS, TAPES, RIBBONS, STATIONERY AND
GREETING CARDS. ALSO FURNISHES ADVERTISING, COPYING, PRINTING,
SERVICES. PROVIDES SALES AND SERVICES IN LAOS.

3. FINANCIAL REFERENCES: BANQUE DE L'INDOCHINE, VIENTIANE;
BANQUE LAO VIENG; VIENTIANE.

4. TRADE REFERENCES: MINNESOTA MINING & MFG CO., ST. PAUL,
MINN. 55101; HALLMARK CARDS, INC., P.O. BOX 437, KANSAS CITY,
MO. 64141.

5. MAJOR FOREIGN FIRMS REPRESENTED: MINNESOTA MINING & MFG
CO., TAPES, RIBBONS, AND STATIONERY, AGENCY ACQUIRED IN 1959;
HALLMARK CARDS, INC., P.O. BOX 437, KANSAS CITY, MO. 64141,
GREETING CARDS, AGENCY ACQUIRED IN 1972.

6. FIRM IS VIENTIANE'S LARGEST DISTRIBUTOR OF ENGLISH-LANGUAGE
MAGAZINES AND BOOKS. MANAGER IS EXPERIENCED BUSINESSMAN AND
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IS WELL RESPECTED IN THE LOCAL BUSINESS COMMUNITY. BANKING

SOURCE STATED THAT THE FIRM IS IN GOOD FINANCIAL SHAPE AND HAS AN EXCELLENT REPUTATION FOR MEETING ITS OBLIGATIONS PROMPTLY. AS A TRADE CONTRACT FOR US. FIRMS, IT APPEARS REPUTABLE. HOWEVER, COMMERCIAL SECTION HAS LEARNED THAT LAO GOVERNMENT HAS RECENTLY IMPOSED CENSORSHIP ON ENGLISH LANGUAGE PUBLICATIONS AND THAT THIS MAY INTERFERE WITH KAYE ANDO'S BUSINESS IN LAOS. ALSO, IN CURRENT POLITICAL AND ECONOMIC CLIMATE IN LAOS WE WOULD RECOMMEND THAT NO LARGE AMOUNTS OF ADVANCE SUPPLIES BE SENT NOR MUCH CREDIT EXTENDED TO FIRMS IN LAOS.

7. DATE OF INFO: 7/75.
CHAPMAN

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